



# CHEMIST & DRUGGIST

THE NEWSWEEKLY FOR PHARMACY

**COUNTERPART**  
C&D/WHITEHALL LABORATORIES ASSISTANT TRAINING

23/30 December 1995

**NPA bid to upgrade  
300 NW pharmacies**

**Court rules Humberside  
FHSA must reconsider ...**

**Pharmacy Healthcare  
in DoH tender for funds**

**The driving  
ambition  
of one  
woman**



**An ancient practice –  
medicines of the Bible**

**PI surge threatened as  
EC lifts ban on Spain**

**GW sells OTC stake in  
Warner Wellcome**

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NOISE.



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- Do they have any unusual or allergic reaction to nicotine?
- Do they have or have they ever had any serious heart disease?
- Do they have angina, is it stable or worsening?
- Do they or have they had liver or kidney problems?
- Do they have a peptic ulcer?
- Do they suffer from an over-active thyroid?
- Do they have high blood pressure, or any blood vessel disorders?
- Do they have a history of chronic nasal disorders?
- Are any other medicines being taken?

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Logado is marketed by Chefaro, the OTC Healthcare business unit of Akzo Nobel. In serving over 25 countries worldwide, Chefaro are the marketing and distribution experts in self-medication and diagnostics.

1. Data on file.

2. Henningfield JE. Nicotine medications for smoking cessation. N Eng J Med, 1995, Vol 333, No 18, 1196-1203.



# CHEMIST & DRUGGIST

THE NEWSWEEKLY FOR PHARMACY

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## NPA bids to improve 300 pharmacies in NW region

The National Pharmaceutical Association's professional development department has put in bids on behalf of 300 members to 13 FHSAs in north west England for funds to develop counselling areas within their pharmacies.

This is the first major bid for funds made by the department since it was set up in spring 1995. Up to \$5,000 could be available for schemes which are accepted, according to Peter Rowe, head of primary care at North West RHA.

"This is all part of the wind down of RHAs, so the money must be used before the end of March," he says. Local authorities have been asked to prioritise bids and forward them to region by mid-January.

The NPA was alerted to the availability of funds by Board members, but there have been

complaints about the short notice contractors were given to respond to the initiative. The RHA wrote to local authorities on November 21, asking for bids to be returned by December 8. Some FHSAs responded promptly, but in some areas pharmacists were not told that the money was available.

A questionnaire was sent out to the 1,200 NPA members in the region. Those who responded within the deadline had their bid prepared centrally. Department head Georgina Craig hopes to use the experience to produce a 'generic' bid document for members to use locally.

Mrs Craig points out that the volume of bids submitted by pharmacists "will indicate to region just how keen contractors are to develop their premises".

## Temazepam blacklisting goes ahead as scheduled from January

The Department of Health has confirmed that the blacklisting of temazepam capsules will go ahead as scheduled.

There were fears that a judicial review instigated by RP Scherer (UKD last week, p882) could result in a hiatus to the January 1, 1996, blacklisting, but a DoH spokesman says: "Whether the legal action has any bearing on that is for the court to decide."

The Home Office has announced a delay in pharmacists having to initiate safer storage requirements for temazepam, which will now be mandatory from April 18, 1996. Although the drug will become a Schedule 3

drug from January 15, the transitional provision is "to allow pharmacists to make suitable arrangements to comply with the new safe custody provisions", says the Home Office.

But the delay has been slammed by the Pharmaceutical Services Negotiating Committee. Secretary Steve Axon says the three-month delay is not sufficient, originally it requested a 15-month transition period, which the Home Office did not consider appropriate.

"Pharmacists are physically incapable of complying with the Regulations. It puts them in a ridiculous situation," he says.

## Pharmacists less pricey than dispensing GPs

Pharmacists and appliance contractors remain a more economical route for dispensing prescriptions than dispensing doctors, reveals the Prescription Pricing Authority's annual report.

In the year to March 31, 1995, the average cost of prescriptions dispensed by pharmacists and appliance contractors in England was \$8,351, compared with \$9,416 for dispensing doctors.

The most expensive areas for pharmacists and appliance contractors were NW and SW Thames - average cost per script \$9.07 and \$9.23, respectively.

Thus compared with the cheapest areas for dispensing GPs - Yorkshire, North Western and Trent - at \$9.08, \$9.16 and \$9.22, respectively. The most expensive area of all was NW Thames at \$10.63.

The number of prescriptions dispensed by pharmacists and appliance contractors combined was 129,001,785 at a cost of \$3,582,385,931.

● The annual report also reveals that the PPA intends to save 20 per cent in carrying out the prescription processing service during its five-year contract.



# FHSA to reconsider Humberside rural pharmacy decision

Humberside Family Health Services Authority is to reconsider a pharmacy contract application following a High Court decision against the FHSA last Monday.

Justice Potts formally overturned the Humberside FHSA's decision to allow the Crump & Watson pharmacy to open in Holme-on-Spalding Moor, where Drs Robinson, Marsden and Moore have their practice.

Upholding the GPs' case – but only one of the arguments they had put forward – the judge said the Authority had been wrong in its initial view that it had no choice but to allow the pharmacy to open. But he added that, in his view, the hardship suffered by rural medical practices was "irrelevant" when it came to FHSA's deciding whether to allow outside pharmacies to open in the same locality.

When considering if a pharmacy was necessary or desirable, the judge commented that FHSA's had to confine themselves to the question of whether adequate services were provided in a locality by those on the pharmaceutical list – which does not include GPs.

The judge rejected pharmacists Paul Watson and John Crump's case that it had been "irrational and perverse" of the FHSA to give the GPs a two-year notice period. The pharmacists were refused leave to appeal, and both they and the GPs were ordered to pay the FHSA's legal costs.

Humberside FHSA is to reconsider the application on February 1, 1996. It adds that it will have regard to the judge's ruling that, generally, prejudice to medical or pharmaceutical services pro-

vided by a doctor is irrelevant to the issue raised by Regulation 4 (4).

However, this is relevant when considering Regulation 20 (6), says the FHSA's senior administrator, Paul Bulmer. This regulation relates to the period of notice required to be given to GPs following the opening of a pharmacy.

The Pharmaceutical Services Negotiating Committee is pleased that "its position with regard to prejudice has been vindicated", and is encouraged that the judge stated that the intention of the regulations is that doctors should prescribe and pharmacists should dispense. However, the PSNC notes its disappointment that the judge did not consider the absence of a pharmacy within the village as being decisive.

## Fit for the Nineties – one month to go!

There is a prize fund of \$4,750 to be won in the C&D/Whitehall 'Fit for the Nineties' shopfitting awards, and the deadline for entries is only a month away!

If you have had your shop refitted or remerchandised between January, 1994, and December, 1995, you can enter.

The three categories are:

- 1 New pharmacy or major refit involving the whole sales area. Prize of \$1,750, plus \$750 for the runner-up
- 2 Partial refit or extension of the pharmacy. Prize of \$1,000 for the winner and \$500 for the runner-up
- 3 Best GSL counter display, open to anyone who has reorganised their counter using the PAGB/NPA display guide. Prize of \$500 for the winner and \$250 to the runner-up.

The closing date is January 31, so get an entry form now from your Whitehall rep or by phoning Jan Powis on 01732 364422 ext 2487.

## Counterpart looks at indigestion

Indigestion is featured in the seventh part of the Cambridge Counterpart Pharmacy Assistant Development programme, co-sponsored by Whitehall Laboratories. The assistants' training module is in this week's issue. Extra copies are available from Whitehall reps, or by phoning Tracy Mathews on 0181 747 8797.

For assistants wanting an external progress record, a telephone marking service is available. Contact Sue Cheeseman on 01732 364422 ext 2462. There is an administration fee of \$12.50 (plus \$2.19 VAT).



## Funding threat for Pharmacy Healthcare Scheme

The Pharmacy Healthcare Scheme may lose funding of up to \$300,000 if it is unsuccessful in a recent Department of Health tender for the provision of health promotion services.

The PHS, which provides up to 12 health promotion leaflets a year for the public through pharmacies, may be forced to seek industry sponsorship if its bid fails. Some leaflets are already produced with industry help.

The Department invited tenders in October, asking potential bidders to "identify topics suitable

for health promotion through pharmacies, facilitating public access to health promotion literature in pharmacies and evaluating the impact of this service".

The tender applies only to England and Wales, and the successful applicant will be expected to start work in April, 1996. Potential bidders had until November 22 to register their interest, and it is understood that those on the shortlist will be informed before Christmas.

The PHS is in competition with the Health Education Authority

and a number of other health agencies, each of which will have to submit a formal tender within 40 calendar days of being invited.

Evaluation of PHS in 1993 showed 93 per cent of pharmacies were displaying its leaflets.

Whatever the outcome, the PHS will continue to provide health literature, says Roger Odd, the Royal Pharmaceutical Society's head of practice, who runs the Scheme. "We hope to get continuing funding from the DoH, but are investigating alternatives," he says.

## Supermarket pharmacies to close on December 27

The majority of supermarket pharmacies are to close on December 27.

Safeway says "a lot" of its stores have obtained dispensation to close on the 27th. Tesco has an estimated ten pharmacies remaining open.

Avon Local Pharmaceutical Committee secretary, Alister Rutherford, feels the move is unfair. "In this county, they have not told contractors or the public that they are going to close. I think patients and contractors are getting a raw deal," he says.



## CPP bites back on extended degree course

Vocational training for pharmacy students under the supervision of schools of pharmacy should be obligatory, according to the College of Pharmacy Practice. Universities should also consider providing multi professional undergraduate studies for health-care professionals.

The CPP position is spelt out in its response to the Royal Pharmaceutical Society's request for comment about the extension of the undergraduate degree course to four years.

However, the College has complained that it has been given insufficient time – only six weeks – to comment "on what is an extremely important matter".

The CPP outlines two key areas it would like to see developed:

- contact with real patients at an early stage in the degree course to demonstrate the importance of medicine, patient management and professional advice

- interaction with other health-care professionals.

The CPP recognises the degree course is mainly an education in pharmaceutical sciences, but that "does not mean it is desirable to maintain the status quo". The College supports greater recognition of the influence of behavioural and social sciences.

## PAS prepares for the New Year

Pharmacists' Action on Smoking has introduced a New Year media pack for members.

It contains ideas on how to publicise smoking cessation services, including sample press releases, anti-smoking leaflets for use throughout the year, and a poster to highlight the pharmacy's involvement.

The PAS is reminding members that the Health Education Authority is running a major smoking cessation campaign spanning Christmas and the New Year, targeting pregnant women and young people.

A Freeline 'Outline' was launched in October, and it has been provided with a list of PAS members who provide smoking cessation support. National television advertising supported by press and posters will run around New Year's Day and National No Smoking Day in March.



## Patient packs and a Happy Christmas

Sheila, the practice manager from one of my local surgeries, phoned me the other day with a cry for help. She had been charged with sorting out the problems of prescribing patient packs and standardising repeat prescriptions. A superficially simple duty designed to make the surgery work more smoothly, but a task that she quickly found required a degree in mathematics to accomplish!

The simple answer would have been to suggest that I did it for her, but my colleagues might have objected if I monopolised all the repeat scripts from one surgery! Instead, I spent a frustrating hour wading my way through all the different combinations and permutations of packs, sizes and dosages that make up my dispensary shelves and, after that hour, she emerged more confused than when I had started.

What had seemed a simple logical request had turned into a nightmare because there is no easy answer to this problem until the much-trumpeted move towards standardisation of patient packs actually produces some results.

We eventually agreed that the most sensible way forward was for the surgery to

# Topical Reflections

work towards a standard number of days of treatment, with any inconsistencies being sorted out in the pharmacy. What really emerged was a most constructive understanding of each other's problems.

We have now agreed to meet again in the new year, but this time also involving the practice partners and other local pharmacists. Ultimately, we would both like to see the introduction of a locally agreed repeat prescription policy which would reduce surgery workloads, maintain local pharmacy equality and provide a better service for the patient.

It is a tall order with so many conflicting viewpoints to reconcile, but it is early days, and to have obtained so many people's agreement to discussions is already more than has previously been achieved in this area. It must be Christmas!

## Is the RPSGB muddying the waters?

The Royal Pharmaceutical Society is quite rightly concerned about standards in practice, and has made this clear by the announcement of its plans for a standards tribunal and by agreeing to discuss with the Department of Health standards of practice for new devolved roles in community pharmacy (*C&D*, *News*, December 16).

Both these developments have vital implications for community pharmacists. While I am all in favour of the RPSGB at last developing teeth with which to enforce standards in practice, I am

concerned that any consultation with the Department over the further devolution of community pharmaceutical services will encourage our friends to impose those duties without any commensurate financial recompense.

I am fully sympathetic to the problems faced by the Pharmaceutical Services Negotiating Committee in its so-called negotiations with the DoH, and feel that the Society should either insist on tripartite talks or none at all. It would be naive of the Society to believe it can separate discussions on standards for practice without accepting the reality of those services possibly being imposed.

I am as enthusiastic as any pharmacist over my potential for improving community pharmaceutical services, but any further development of those services must be accompanied by appropriate remuneration. That is the impasse PSNC has now reached with the Department and is a position I fully support. This is not an opportune time for the RPSGB to become unilaterally involved.

## Farewell 1995

Another eventful year, another crossroads passed, yet more riches to add to my wealth of pharmaceutical experience. Every new year promises so much – so how was it for me?

The DoH continued to impose solutions at my expense, PSNC remained prostrate and Big Brother grew ever more omnipotent, but I am still in practice, I continue to work eight days in every seven and I am as cynically optimistic today as I was when I first joined the Register! Nothing has changed! How was it for you? Happy Christmas and a prosperous New Year to you all.



# SCRIPTspecials

## Dansac on FP10

From January 1, the Dansac Light pouch will be available on FP10. It features a lightweight five-layer plastic film for complete odour-proofing; new high performance filter; spunlace material; and the GX hydrocolloid barrier. **Dansac Ltd. Tel: 01223 235100.**

## Lariam criticism

BBC television's 'Watchdog' programme continues to criticise the anti-malarial drug Lariam (mefloquine). Last week's report advised worried patients to complete a yellow adverse drug reaction form. The programme also revealed that Dutch health authorities are to set up an independent study investigating the incidence of side-effects and are considering whether to restrict Lariam usage.

## Naproxen shortage

Generic suppliers are reporting naproxen shortages. APS Berk is out of stock of the 250 and 500mg strengths and is not expecting to supply wholesalers until the end of January. H N Norton expects stock in at the end of the week, and CP Pharmaceuticals has some stocks of 250mg and is expecting stocks of 500mg at the end of next week. Roche reports supply problems with Naprosyn. Packs of 250 x 250mg and 56 x 500mg should be with the wholesalers now, but 100 x 500mg will not be available until the end of January. The PSNC says, as naproxen is classified as Category D, pharmacists can endorse prescriptions with Naprosyn.

## Steifel price changes

With effect from January 1, 1996, the following rsp will apply: Benoxyl 5 cream (40g), £2.66; lotion (30ml), £2.56; 10 lotion (30ml), £2.56; Panoxyl 5 acnegel (40g), £2.66; 10 acnegel (40g), £2.98; aquagel 2.5 (40g), £3.10; 5 (40g), £3.38; 10 (40g), £3.65; wash (150ml), £7.05; Spectraban lotion 25 (150ml), £5.27; ultra (150ml), £9.15; Acetoxyl 2.5 (40g), £1.90; 5 (40g), £1.90; Acnegel (50g), £2.43; forte (50g), £2.43.

## Anticholinergic antidepressants linked to dental decay

Long-term use of antidepressants can lead to the development of dental caries and regular dental check-ups should be a part of long-term management of depression, say Dutch researchers.

## New palliative treatment to combat lung cancer

Gemzar (gemcitabine) is a new palliative treatment of locally advanced or metastatic non-small cell lung cancer.

Gemzar, from Lilly Oncology, is a prodrug activated in the cell by phosphorylation. The triphosphate form is incorporated as a fraudulent base into DNA, inhibiting its synthesis. The diphosphate inhibits the enzyme ribonucleotide reductase, which then inhibits repair of the DNA.

Gemzar has been shown to have significant single-agent activity. Treatment with the drug gave improvement in the following disease-related symptoms: coughing up blood, cough, pain, dyspnoea and anorexia. Overall, the survival of the NSCLC patient treated with single-agent Gemzar compared favourably with that of patients treated with combination therapy.

Gemzar has a relatively low side-effect profile. Nausea and vomiting experienced with this drug are said to be mild and can

often be controlled with standard emetics. The use of Gemzar does not cause significant hair loss. Patients should be monitored every other week for blood cell counts.

The recommended dose is 1,000mg/m<sup>2</sup>, given as a 30-minute intravenous infusion once weekly for three weeks, followed by a week's rest period. The monthly cycle can then be repeated. Gemzar is simple to prepare and administer, which makes it very suitable for out-patient care. It is presented in glass vials containing 200mg (\$18.75) or 1g (\$93.80) of gemcitabine as a sterile lyophilised powder. One month's treatment costs around £478.

Trials are under way to investigate Gemzar in combination with cisplatin. Gemzar appears to potentiate the effect of cisplatin without seriously affecting the bone marrow.

**Lilly Industries Ltd. Tel: 01256 315000.**

### MEDICAL MATTERS

## Higher risk of death with selegiline

Combining selegiline with levodopa increases the risk of death among patients with early, mild Parkinson's disease, concludes a study in the *British Medical Journal*. The combination also offers sufferers no clinical benefit over levodopa alone in the treatment of the condition.

Over 500 patients with early stages of the disease took part in the study. One set was treated with levodopa and dopa decarboxylase inhibitor, the other with the addition of selegiline.

In the selegiline group of 271 patients there were 76 deaths, compared with 44 out of 249 in the control group. This equates to an extra death for every 54 treated with the combination in one year.

Orion Pharma (UK), the licence holder for Eldepryl, says there is no biological explanation as yet and this is the first and only study to report since the introduction of selegiline 13 years ago. Work is being undertaken to clarify the causes of death.

The Parkinson's Disease Society has advised people who are being treated with selegiline not to discontinue their treatment but to discuss the situation with their doctor.

● With effect from January 1, 1996, Orion Pharma (UK) will be responsible for the marketing and sales of Eldepryl. Direct orders to: Orion Pharma (UK) Ltd. Tel: 01635 520300. Medical enquiries and distribution stay at Britannia Pharmaceuticals.

### Product Information: Nurofen 400:

Each tablet contains 400mg ibuprofen BP.

**Indications:** Effective in the relief of

headaches, cold and 'flu symptoms, rheum

and muscular pain, backache, fever, migra

period pain, dental pain and neuralgia.

**Dosage and Administration:** Adults and chil

over 12 years: Initial dose 1 tablet, then if

necessary 1 tablet every 4 hours. Do not

exceed 3 tablets in any 24 hours.

**Precautions and Warnings:** As with some ot

pain relievers, Nurofen 400 should not be

taken by patients with a stomach ulcer or o

stomach disorder or hypersensitivity to

ibuprofen. Patients receiving regular

medication, asthmatics, anyone allergic to

aspirin, and pregnant women should be

advised to consult their doctor before taking

Nurofen 400. In normal use, side effects ar

very rare, but may occasionally include

dyspepsia, gastrointestinal intolerance and

bleeding, and skin rashes. Not recommende

for children under 12. If symptoms persist fo

more than 3 days, patients should be advise

to consult their doctor.

**Product Licence Number:** 0327/0035.

**Licence Holder:** Crookes Healthcare Limited,

Nottingham, NG2 3AA. **Legal Category:** P.

**Price:** Nurofen 400 24's £4.49.

**Date:** June 1995.

**Reference:** 1. Busson, M., J. Int. Med. Res.

1986, 14, 53.

# NUROFEN

Contains ibuprofen



*'Tony Hanks tackled  
me, and I must've  
twisted my back  
when I went down!'*

**'TAKE NUROFEN 400'**

Unlike paracetamol, Nurofen combines effective analgesia with anti-inflammatory properties; compared to aspirin, it's gentler on the stomach\*. That makes it ideal for backache and other soft tissue problems. And Nurofen 400 makes sure a full 400mg dose is delivered with only one tablet.

WHATEVER THE PAIN, YOU'VE GOT A NUROFEN ANSWER





## Kick-starting a family into life

According to a Women's Information Service study, more than 40 per cent of women overestimate the number of fertile days in their monthly cycle.

In order to address this widespread lack of understanding, Unipath has just produced an information guide for couples who are trying to conceive.

The leaflet, entitled 'First steps to starting a family', explains why the correct timing of intercourse is vital in planning conception. It



also describes the various techniques that can be used at home to monitor ovulation and gives practical advice on pre-

conceptual care.

Copies available from:  
**Unipath customer services. Tel: 01234 212148.**

## Re-pack for Potter's herbals

Revised packaging for Potter's herbal medicines is now being rolled out.

The new packs meet the latest labelling requirements for all clinical medicines and brings the range into line with European standards, which includes more detailed dosage instructions. Dispensing cups have been added to the liquid formulations.

New Potter's tablet packs are also in the pipeline, although the traditional 'apothecary jar' style will be retained. **Potter's Herbal Medicines. Tel: 01942 234761.**

## Unichem builds up own-brand

Unichem is building its own-brands with the introduction of a new tampon range, including both applicator and non-applicator versions.

Available in regular 16s and super 16s, as an introductory offer Unichem is pricing the range at 20 per cent discount (to run throughout January). **Unichem plc. Tel: 0181 391 2323.**

## Sweetex teams up with BUPA

Timed to coincide with New Year slimming and 'get fit' resolutions, Sweetex has teamed up with BUPA to offer a \$50 saving on the cost of a private personal health check.

Sweetex tablet packs in cases of 12 will carry a token offering a BUPA health screen.

The promotional packs are available now and throughout January. The offer is valid at over 30 BUPA centres in the UK. The offer is part of the \$3 million support package



for the brand in 1996. **Crookes Healthcare Ltd. Tel: 0115 9507431.**

## CHRISTMAS OPENING TIMES

**Britannia Pharmaceuticals** will be closed from 1.00pm on December 22 and re-open on December 27. On December 29, there will be early closing again at 1.00pm. The company re-opens on January 2. **Tel: 01737 773741.**

The medical information department at **Elan Pharma** will be closed from 12.00pm on December 22 and re-open for business at 9.00am on January 2. An emergency medical service will operate during the Christmas period. **Tel: 01495 762468.**

**Parke Davis** will be closed from 12.00pm on December 22 until January 2. Sales order control will be closed on December 25, 26 and January 1. A skeleton staff will be in operation on December 27-29. **Tel: 01495 762468.**

The medical information department at **Warner Wellcome Consumer Healthcare** will be closed from 12.00pm on December 22 until 9.00am on January 2. An emergency medical service will be operation during this period. **Tel: 01495 762468.**

## Royal Jelly gets boost from the Orient at Regina Health

Equillence is the new Royal Jelly supplement from Regina Health.

The soft gelatine capsules contain a blend of Royal Jelly and eight traditional Chinese herbal extracts, and is designed to "enrich menopausal years".

Currently available only from the Harrods Pharmacy, one month's supply retails at £19.95. Equillence will be rolled out nationally from March, 1996.

● In a report in this week's *Daily Mail* on the potential dangers of

Royal Jelly – a Brighton woman recently had a life-threatening reaction to it – Sonal Ghelani of Regina was quoted as saying, "It is a fresh, natural product with no side-effects. It does no harm to anyone."

A consultant toxicologist at Guy's Hospital in London advises that anyone allergic to bee stings or bees, honey or related products, should "think twice" about taking the supplement.

**Regina Health Ltd. Tel: 0181 446 6644.**

## Diffucan One – read all about it

A £1.5 million press advertising campaign backing Diffucan One breaks in January issues of leading women's magazines.

Titles carrying the two consecutive colour pages include: *Marie Claire*, *Cosmopolitan*, *She*,

*Company and Good Housekeeping*.

The ad, featuring a woman's face, highlights the benefits of an oral treatment for vaginal thrush.

**Pfizer Consumer Healthcare. Tel: 01304 615936.**

## Gen up on ulcers with Frador

A new leaflet about mouth ulcers has been introduced by Fenton Pharmaceuticals, maker of Frador mouth ulcer treatment, for pharmacists and customers.

Entitled 'Mouth ulcers: the facts', it explains the different types of ulcer

there are and why so many people suffer frequent attacks.

Free copies of the Frador leaflets are available from: **Chemist Brokers. Tel: 01705 219900** or **Fenton Pharmaceuticals. Tel: 0171 224 1388.**

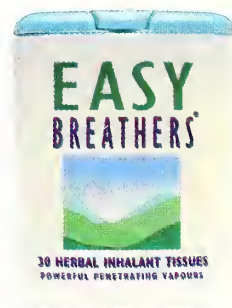
## Fresh new look for Easy Breathers from Robinson Healthcare

Robinson Healthcare has repackaged its Easy Breathers herbal inhalant tissues.

Packs now feature country graphics to enhance product display.

Each pack of 30 tissues – impregnated with camphor, menthol and pine oil to alleviate that 'stuffed up' feeling – retails at £1.69.

**Robinson Healthcare. Tel: 01246 220022.**





# Just how big a headache is Tension Headache?

The biggest. In fact, 74% of all headaches are Tension Headaches. Which, when you think about the pressure people are under today, makes sense.

What also makes sense, is to recommend a *specific* Tension Headache remedy straight away. And the one to recommend is Syndol.

There is no more effective OTC treatment for your patients. Uniquely formulated for Tension Headache, Syndol contains the powerful analgesic combination of Paracetamol, Codeine and Caffeine, plus Doxylamine Succinate to ease muscle tension and bring fast relief (a clinical study showed that in 97% of Tension Headache attacks, Syndol started to work within 30 minutes).

It is a Pharmacy medicine, is strongly supported, creates extra ordinary loyalty, and powerful word of mouth recommendation.

Get the benefit. Display well, recommend at once, and above all don't get caught out of stock. That's a headache you could do without.



**NEW**  
Consumer Advertising  
campaign now running

(1) National Headache Survey, Gallup 1993

**You can't recommend  
more powerful relief.**

**Syndol<sup>®</sup>**

Paracetamol Codeine Phosphate  
Doxylamine Succinate Caffeine

**INFORMATION FOR PHARMACISTS:** Each tablet contains Paracetamol BP 450mg, Codeine Phosphate BP 10mg, Doxylamine Succinate USNF 5mg, Caffeine BP 30mg. **USES:** Treatment of mild to moderate pain and as an antipyretic. Symptomatic relief of headache, including muscle contraction or tension headache, migraine, neuralgia, toothache, sore throat, dysmenorrhoea, muscular and rheumatic aches and pains and post-operative analgesia following surgical or dental procedures. **DOSAGE AND ADMINISTRATION:** Adults and children over 12 years' 1 or 2 tablets every 4-6 hours as needed. Maximum 8 tablets in 24 hours. Not recommended in children under 12 years. **CONTRA-INDICATIONS, WARNINGS ETC.:** Contra-indications: Idiosyncrasy to any of the ingredients. Precautions: May cause drowsiness. If affected, do not drive or operate machinery. No data available in pregnancy, avoid use. Side-effects: Drowsiness or dizziness, mild constipation, agranulocytosis rarely. Overdose: Paracetamol overdose can cause liver and kidney necrosis. Immediate medical referral is essential. **LEGAL CATEGORY:** P CD (Section 5) (not prescribable under NHS). **PRODUCT LICENCE NUMBER:** PL4425/0018. **PACKAGE QUANTITIES, PRICE:** Pack of 10 tablets £1.75. 20 tablets £2.99. 50 tablets £6.19. **DATE OF PREPARATION:** November 1995. Full prescribing information is available from licence holder Marion Merrell Dow Limited, Lakeside House, Stockley Park, Uxbridge, Middlesex UB11 1BE.



## Lemsip alert

Factory stock of Lemsip Power+ has run out and Reckitt & Colman has warned that customers may find difficulty in obtaining the product in the run-up to Christmas. Stocks at wholesalers, however, should be sufficient to meet demand during that period.

**Reckitt & Colman Products. Tel: 01482 326151.**

## Aussie hops off

From January 1, Aussie Haircare will be distributed by Brand Managers. Previous distributor Network Management is no longer handling the brand because it has a competitive launch planned for 1996.

**Brand Managers Ltd. Tel: 0181 286 6688.**

## No more Merovit

Marion Merrell is discontinuing production of its Merovit throat lozenges. However, there are no changes for any of the company's other throat lozenges which will continue to be available.

**Marion Merrell Dow Ltd. Tel: 0181 848 3456.**

## AAH best buys

Top of the best buys at AAH for January are the Olbas Oil and Borage Oil ranges. Other specially-discounted lines with higher PORs include: Slimmashake, Nurofen Colds & Flu, Kotex san-pro, Kleenex tissues, Harmony hairspray and colorants and Macleans toothpastes and mouthwashes.

**AAH Pharmaceuticals Ltd. Tel: 01928 717070.**

## Gillette excels

Both Gillette SensorExcel and Gillette Satin Care for Women Shave Gel have won top awards at the 1995 *New Woman* Beauty Awards. The shaving system was voted best new men's grooming product, while the gel won the best new bodycare product award (in this latter category Nivea Body Care was highly commended).

**Gillette UK Ltd. Tel: 0181 560 1234.**

# Lynx and the man from Atlantis



The new Lynx variant for 1996 is Atlantis, a fragrance "inspired by the power and mystery of the underwater city".

Atlantis has top notes of citrus fruit and mint combined with a woody base of musk and peach.

The variant range – comprising bodyspray, shower gel, aftershave, deo stick and roll-on – has packaging featuring a

blue and white icon on the familiar black and silver livery.

Lynx is to be supported with an \$8 million advertising spend in 1996, \$1.1m of it on Atlantis specifically.

● Lynx is currently worth \$80m at rrp and is the number one male toiletries brand.

**Elida Fabergé. Tel: 0181 481 6000.**

## ON TV NEXT WEEK

**Alka-Seltzer:** All areas

**Anadin Extra:** All areas

**Asilone:** CAR, C, G, B

**Benylin 4 Flu:** All areas except GTV, STV, HTV, GMTV

**Benylin Coughs:** All areas except GTV, STV, HTV, GMTV

**Duracell:** All areas

**Listerine:** C, A, M, CAR, C4

**Meltus:** CAR, C, G, B, STV, Y, TT

**Mucron:** GMTV, CAR, C, LWT

**Nicotinell Gum:** C4

**Nivea Body Care:** All areas

**Nurofen Cold & Flu:** All areas

**Pepcid AC:** All areas except U, B, CTV, CAR, GMTV

**Remegel:** U, CAR, C4

**Rennie:** All areas

**Seven Seas Cod Liver Oil:** C4

**Strepsils Dual Action/Strepsils:** C4, GMTV, C4

**Tixylix:** All areas except U, CTV, C4

**Vicks Action:** All areas

**Vicks Ultra Chloraseptic:** All areas

**Wash & Go:** All areas

**Wrigley's:** All areas

**GTV** Grampian, **B** Border, **BSkyB** British Sky Broadcasting, **C** Central, **CTV** Channel Islands, **LWT** London Weekend, **C4** Channel 4, **U** Ulster, **G** Granada, **A** Anglia, **CAR** Carlton, **GMTV** Breakfast Television, **STV** Scotland (central), **Y** Yorkshire, **HTV** Wales & West, **M** Meridian, **TT** Tyne Tees, **W** Westcountry

## Switching on to a bright idea

Energizer is claiming the biggest breakthrough in battery technology in decades – the world's first on-battery tester.

Available on the LR6, LR14 and LR20 (AA, C and D) sizes, it will be launched in the US in the spring and then rolled out across Europe.

The tester uses patented thermochromic technology to determine the amount of energy left in a battery by measuring

the heat it is able to generate.

The consumer simply presses two green dots on the battery and within ten seconds an indicator window reveals its condition. At full or almost full, the word 'good' appears in the window, if the window only partially clears, the battery may need replacing soon.

**Ever Ready Ltd. Tel: 0181 882 8661.**

## Campaigning Canderel

**A new £1.2 million TV campaign for Canderel breaks on January 8 to coincide with a mass direct sampling strategy – over 30 per cent of UK households will receive a sample pack.**

**This activity will be supported by a press campaign running from January to March.**

● To capitalise on the Christmas season the Canderel Snowman commercial will be shown on Boxing Day. **Nutrasweet Consumer Products. Tel: 01494 521124.**

## Cover Girl: lip smackin' good

In March, Cover Girl is introducing Continuous Colour, a self-renewing lipstick.

By pressing lips together, microbeads release fresh, rich colour, the company says. When the lipstick is first applied, only the colour enhancers are activated and this develops colour on the lips. The rest acts as a reservoir, suspended in the stick until needed.

Available in 43 shades,

it will retail at \$3.49.

**Procter & Gamble Cosmetics & Fragrances Ltd. Tel: 01932 896000.**

## Malibu maintains pricing edge



For the fourth consecutive year, Malibu sun care is maintaining its price of just \$2.99 for a 200ml protective lotion.

The range is also boasting an improved four-star UVA (maximum) rating across all products.

Other highlights for 1996 include a new look for the range, with different bottle shapes (retaining the familiar logo and colours), 400ml sizes in SPF 4, 6 and 8

(starting at \$4.99) and the introduction of an SPF 12 lotion (200ml, \$3.49).

The range is to be supported through a mix of promotion, point of sale and advertising. Floor-standing display units, as well as countertop units, are available.

● Sales for 1995 were 29 per cent up on 1994 levels, according to company figures.

**Malibu Health Products Ltd. Tel: 0181 579 6060.**



## QUESTIONS & ANSWERS

As a man in his 40s hands you this prescription, he asks you to recommend something as a tonic. He complains of 'unrelenting tiredness'; he says he's 'always weary' and feels 'constantly run down'. He can't break out of it, however hard he tries

Age: 40 Sex: M		Initials and one full forename	
Address			
Pharmacy Stamp		Prescribing Officer	
Pharmacist's name and quantity endorsement		NP	
<p>R Amitriptyline 50mg i nocte m60 Cimetidine 400mg PRN</p>			
Signature and Endorsement		Date	
<p>IMPORTANT: Read notes overleaf before going to the chemist</p>			

## Questions

- 1 Are such symptoms a recognised adverse reaction to either prescribed drug?
- 2 What role do you think either might play in this case?
- 3 What other possible causes could you suggest?
- 4 What action would you take to offer him some help now?

## Answers

- 1 Tiredness has been associated with cimetidine, but not with amitriptyline – perhaps surprisingly, in view of its CNS effects. Tiredness is not the same as drowsiness, which does occur with tricyclics.
- 2 It is difficult to say, but, on the evidence available to you, cimetidine appears to be an unlikely candidate: the symptoms are con-

tinuous, but cimetidine is being taken on a 'prn' basis. Clearly, his consumption of cimetidine is not great because the prescribed quantity is low. However, it is impossible to exclude either drug as a cause from what you know.

3 There are many possible explanations, but note the words he uses to describe his symptoms, suggesting he sees no end to something that is proving difficult to endure and from which he can't escape. These suggest a problem deeper than a physical tiredness – one possibility which should come to mind is inadequately-treated depression. The dose of amitriptyline is low and may be insufficient to help his condition.

4 Any medication you can recommend will have a placebo value – no more than that. However, you may judge that that is appropriate, but it would also be helpful to phone his general practitioner, or make sure he gets an early appointment.

# SOAK UP THE SALES

New Olbas Bath – the great new sales opportunity

NEW



Launching with COLOUR advertisements through January, February & March in the leading daily newspapers: The Sun, Daily Mirror, Mail & Express and the top selling Sunday papers: News of the World, Mail on Sunday, Sunday Mirror and Express.

Call Dendron on 01923 229251

Help your customers

## Sink into an Olbas Bath

Clears the head and relaxes weary muscles



Aspro will help your consumers enjoy the winter season

# Fast relief from the winter blues!

Winter has arrived, along with its seasonal shower of coughs and colds, aches and pains, and stresses and strains!

Whatever they're suffering from, consumers will be looking for fast relief, so that they can get on with enjoying the season. This presents an ideal opportunity for pharmacists to explain that aspirin, such as Aspro, is versatile enough to be used to relieve a variety of complaints.

To maximise sales opportunities and add value to the service they provide, pharmacists should ensure that consumers are aware of the benefits of taking aspirin to relieve a wide variety of types of pain.

## Snuff out coughs, colds and flu

It's estimated that over 20 per cent of the UK population suffer from either a cold or flu in any one week during the winter months and a large amount of time is lost from school and work because of absence due to colds.

There are over 100 cold viruses and three basic types of flu, which are transmitted via infected droplets being coughed or sneezed into the air, or by touch.

### Symptoms may include:

- sore throat ● headache ● runny nose
- cough ● loss of appetite ● feeling hot and cold ● lack of energy ● sneezing
- aches and pains

## Aspro acts!

The recommended dose of Aspro will help reduce a temperature and relieve headaches and muscular



pains caused by colds and flu.

## Ease symptoms of stress and tension

There are many different causes of stress and tension, including pressure of work and the demanding Christmas season. Stressful experiences can cause headaches. Headaches are accepted as part of everyday life, but they can be both debilitating and disruptive.

When we are stressed, tension builds up, which causes pressure across the forehead, face or neck and we experience a persistent, dull pain that can last for several hours.

More severe headaches, such as migraine, are known as vascular headaches and are caused by changes in the brain's blood vessels. This can be triggered by several factors, such as hormonal imbalances, certain types of food, bright light and noise.

## Aspro acts!

Relaxation and avoidance of the triggering factors should reduce the occurrence of headaches, and taking a recommended dose of Aspro as

early as possible, before a headache takes hold, can help relieve pain.

## Soothe aches and pains, strains and sprains

Cold and damp weather can trigger aches and pains in muscles, ligaments and joints, as can excess partying or any sudden exertion, such as when playing sports.

Period pain and toothache are also extremely common complaints and at Christmas time, especially, consumers will be looking for fast relief.

## Aspro acts!

A recommended dose of Aspro can help reduce inflammation and relieve pain. It is also useful for relieving period pain, as it reduces the levels of prostaglandin in the womb, which cause the painful contractions.

Aspro can ease dental pain.

With careful guidance from the pharmacist, many consumers can find effective relief for their colds, aches and pains – no one need have those winter blues!

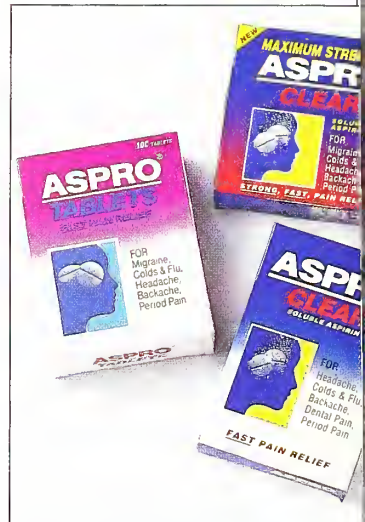
*\* Aspirin should not be given to children under 12*

## Aspro Tablets and Aspro Clear soluble aspirin

Aspro is highly effective in treating headaches, migraine, neuralgia, muscular, rheumatic, period and dental pains. It can relieve the symptoms of colds, influenza, sore throats and helps to reduce temperature.

**1** Aspro Tablets are easy to swallow for fast and effective pain relief and do not contain caffeine.

**2** Aspro Clear dissolves quickly in water to form a totally clear, lemon-flavoured solution.



**3** Maximum Strength Aspro Clear is a powerful pain reliever, which contains the maximum single-tablet dose of aspirin available for self-medication.

## Aspro

- Relieves pain ● Reduces inflammation ● Lowers temperature and soothes sore throats ● Aspro Clear and Maximum Strength Aspro Clear dissolve quickly and completely and have a pleasant lemon flavour

**Product Information:** ASPRO CLEAR Aspirin Presentation: white circular tablets containing aspirin 300mg. Uses: symptomatic relief of headache, rheumatic, muscular or neuralgic pain, toothache, common cold, influenza and fever. Dosage and administration. Adult, including elderly persons: 2-3 tablets dissolved in water every four hours, as required, to a maximum of 13 tablets in any 24-hour period. Children: this product should not be given to children under 12, without medical advice. Contra-indications, warnings, etc. Contra-indications: hypertension, active peptic ulceration, haemophilia and other bleeding disorders, hypersensitivity to aspirin. Use in pregnancy and lactation: may prolong labour and contribute to maternal and neo-natal bleeding; breastfeeding is not recommended at high doses. Side-effects and adverse reactions: may precipitate bronchospasm and induce asthmatic attacks in susceptible subjects, and may induce gastro-intestinal haemorrhage. Use with caution in subjects with gout. Prices: 18, \$1.51; 30, \$2.15; 48, \$2.69. Legal Category: P/GSL. Product licence number: PL 0031/0357. Product licence holder: Roche Consumer Health, 40 Broadwater Road, Welwyn Garden City, Hertfordshire AL7 3AY. ASPRO TABLETS Aspirin Presentation: white circular tablets containing aspirin 320mg. Uses: as above. Dosage and administration. Adult, including elderly persons: 2-3 tablets every four hours, as required, to a maximum of 12 tablets in a 24-hour period. Not suitable for children under 12. Contra-indications, warnings, etc. As above. Side-effects and adverse reactions: as above. Prices: 20, \$1.25; 100, \$3.49. Legal Category: P/GSL. Product licence number: PL 0031/0356. Product licence holder: as above. MAXIMUM STRENGTH ASPRO CLEAR Aspirin Presentation: white circular tablets containing aspirin 500mg. Uses: as above. Dosage and administration. Adult, including elderly persons: 1-2 tablets dissolved in water every four hours to a maximum of eight tablets in any 24-hour period. Not suitable for children under 12. Contra-indications, warnings, etc. As above. Side-effects and adverse reactions: as above. Prices: 16, \$1.85. Legal Category: GSL. Product licence number: PL 0031/0358. Product licence holder: as above.



# Driving ambition

**G**eorgina Frith does not have much spare time. She works as a pharmacist, cares for and competes with seven ponies in carriage driving events, and sits on the committee of the local harness club. It takes a great deal of dedication to maintain her hectic lifestyle, but, luckily, she has earned the support and understanding of her parents and friends.

Her dedication has brought its rewards: she returned from this year's European Pony Teams Championships with a gold medal.

Georgina works in a branch of the family pharmacy, Frith's, in Wallington, Surrey. There is another outlet in Cheam. Both her parents are pharmacists and she has wanted to follow them into the profession since she was a child spending her time "soaking off labels in the dispensary".

She lives with her parents on a farm, near Dorking, where she keeps her ponies. Georgina describes it as a 'hobby farm' for, as well as the horses which her father breeds, there are also her mother's sheep.

Georgina began riding "as young as I can remember. We had a little Shetland pony, and I progressed up through the Pony Club. I did Prince Philip Cup games and competitions at Wem-

**The year 1995 was a good one for Georgina Frith: her success in UK carriage driving competitions meant that she was picked to compete with the British team in Europe. Lisa Oxlade finds out how she juggles her pharmacy commitments and her equestrian ambitions**

bley and Olympia, which led to showjumping and eventing and on to bigger ponies and horses"

"I began carriage driving when I was about 12, but to compete nationally you have to be 16."

Georgina has never had formal tuition, apart from a single weekend course and a couple of hour-long lessons. She learnt all she knows from watching her father, friends and fellow competitors.

The ponies take a lot of looking after: feeding, grooming and exercising both morning and evening.

The competition season runs from May to November, so when she was studying at Nottingham University she would just do a half a season. This was "half hearted but enough to keep my

interest going".

There are nine carriage driving competitions a year in the UK. The carriage driving circuit operates rather like the motor racing Grand Prix season, with competitors gaining points for each event in which they compete. Competitions are held over three days, usually Friday to Sunday. This means driving to a meeting on a Thursday, competing over the weekend and driving home on Sunday night in readiness to start work on Monday morning, which, says Georgina, is "a real challenge to your stamina".

Flexible holidays and friends make it a little easier for Georgina to fit this gruelling schedule into her working life. One friend, Sara Coombe, does most of the driving to and from events in the Frith's 11 metre lorry because "I'm just so tired!" says Georgina, who also holds an HGV licence.

Georgina believes that working for her parents has given her the flexibility she needs for success. Other competitors on the circuit have a variety of jobs; many of them work in equine-related areas, but she doesn't know of another pharmacist.

As well as taking five ponies to each event, Georgina invites along up to six friends who act as navigators or 'ballast' in the carriage during the competition. Andrew Simmons is her regular 'back step man'; by using his bodyweight, he can make sure that the carriage wheels stay on the ground and avoid obstacles.

Each competition is divided into three separate stages: dressage, marathon and cone driving. In the dressage section the competitors are marked on their appearance and execution of set patterns and paces. The marathon involves a two and a half hour drive over a 25 kilometre

course, through obstacles and against the clock. Cone driving tests the accuracy and agility of the ponies and driver navigating a 300-400m course with gates and cones.

Meetings are usually held on country estates, such as Castle Howard or Windsor Castle. There are around 100 competitors per competition in a variety of classes: single ponies, two-pony, four-pony and four-horse teams.

Georgina was chosen to represent Britain after impressing the selectors with her performance in UK events. She travelled to the Netherlands with two other British drivers and, as well as her individual gold, the British team came home with a bronze. Her success also earned her a congratulatory telegram from Prince Philip, a keen carriage driving competitor himself.

Georgina has managed to turn many of her regular customers into "avid carriage driving supporters" thanks to an increasing number of trophies displayed across the front of the dispensing bench.

However, carriage driving brings little financial reward. "There's no money in it really," she says. "I can think of two or three professional drivers and they make their living partly through sponsorship, lessons, demonstrations and breaking horses. I think there is only one show in England that gives monetary prizes."

Despite its demands on her pocket, Georgina obviously loves her sport. It is, she enthuses, "brilliant... a way of life. I can't envisage ever not doing it".





# A very ancient

Where might someone in biblical times have gone for an analgesic? They may have simply prayed for relief – throughout the Bible prayer is associated with healing – or visited their local prophet.

**Steven Kayne** investigates the remedies of yore

**L**ike people today who raid the family first aid cabinet, the unwell in ancient times may have sought help from the large collection of popular herbal remedies available to them. A great many of the medications and plants that later found their way into the herbal armamentaria of Dioscorides, Galen and Pliny, and also into the Hebraic, Syriac, Arabic and Persian pharmacopoeia came from Egyptian sources!

The Egyptians administered medications in many forms – as pills, cakes, suppositories, ointments, drops, gargles, fumigations and baths. Enemas were a popular route for evacuating the bowels.

The ancient Egyptians are said to have hit upon the idea of an enema by watching the much venerated sacred ibis, an African wading bird, inserting its long curved bill into its own anus.

The liquid vehicles were water, beer, milk and wine, all sweetened with honey. The ingredients were often expected to perform tasks such as recolouring greying hair, creating pleasant odours or controlling flies, in addition to having curative properties.

The most numerous remedies derived from medicinal plants by the Egyptians were purgatives and emetics, but there were lots of other applications, too. Castor oil was used both as an internal

drug, and in a mixture with crushed seeds for application to wounds and irritated areas. The pulp was rubbed into the temples for headaches, and onto the soles of the feet of women who were about to give birth, to hasten delivery.

Substances such as hyoscyamus and scopolamine, both related to mandragora from the mandrake plant, were valuable as sedatives in coughs, chest pains and colic. Minerals and metals included antimony, copper, salt, alum and carbon from charred wood. It is also possible that our ancient predecessors had access to iron salts derived from meteorites colliding with the earth.

Mechanical methods of treatment involved application of cold, heat or dressings. Bloodletting by scarifying and puncturing the skin and by attaching leeches were common practices. It was not uncommon for several people to attempt treatment, with each blaming the other if death ensued.

Surgery was principally concerned with the management of wounds and fractures, for which moulded splints and barks were often used as support. Haemorrhages were controlled by pressure, sometimes with the addition of slabs of fresh meat, the juices of which may have acted as styptics.



Women's disorders were treated by introducing healing substances into the vagina on tampons or by fumigation. In the latter, a woman would straddle a hot stone on which a medicated solution was poured to produce vapours that could enter her vagina. An interesting method was available for detecting pregnancy. A woman would urinate over a mixture of wheat and barley seeds combined with dates and sand. If any grains sprouted the woman was pregnant. If only wheat grew, the child would be a boy; if only barley, a girl!

## Dental problems

The earliest human remains show severe wearing down of the teeth, even to the point of

exposing the pulp, but with few dental caries. Later on, as diet refined, there is evidence that caries and severe infections occurred. Most of the latter were treated by applying medications, with the aim of drawing out the 'worms' believed to be responsible for the problem. Primitive prosthetic work was undertaken, with loose teeth being wired together or replaced.

## The medicines

Hebrew medical practices were similar to those practised by the peoples among whom they lived. A number of medications are mentioned in the Bible, including mandrake, various balsams (Jeremiah in his prophecies against Egypt said that balsam would be



# practice



taken in vain when the Lord takes his vengeance), gums, oils, spices and narcotics.

It is surprising that the list is relatively short, considering the size of the pharmacopoeia used by their Egyptian neighbours. Some examples of medicines that appear in the pages of the Bible are as follows:

## 1 Roots

**Aconite.** The tubers of *Aconitum napellus*, Monkshood, were well known long before the birth of Christ, but not as a medicine. Their poisonous properties were used to execute criminals.

**Calamus.** Calamus root from *Acorns calamus* was used in biblical times, both for the treatment of gastric complaints and as a spice. Its rhizome contained an

aromatic essential oil that in addition to having a medicinal application was also used as an anointing oil. There was evidently very little calamus in ancient Palestine because there are several references in the Bible to the plant being brought from "far countries".

**Garlic.** Bulbs from *Allium sativum* were principally used as a food seasoning by the Hebrews, although it was believed that they had anti-melancholic and anti-hypochondriac properties. The medicinal virtues of garlic were considered to be many by the Egyptians and Chinese. It was said to have a special influence upon the spleen, stomach and kidneys, acting as a sedative and removing poisons. It was

also used as a remedy for worms. **Mandrake.** *Atropa mandragora* is related to Belladonna, the Deadly Nightshade. The leaves and flowers grow close to the root, which is shaped rather like a turnip and can be over a metre in length. The root often has the apparent form of a man and love potions prepared from it were claimed to have the power of fertility. The plant's yellow berries were also believed to have similar powers by Rachel who, in Genesis 30:14, 15, asks Leah to give her one of her son's mandrakes for this purpose. She was eventually given a few berries, but we are not told whether Joseph owed his existence to them!

## 2 Woods and barks

**Acacia.** There are many varieties of Acacia within the family *Mimosaceae* and its dark brown, highly-polished wood was used to build many items of religious significance. Its medicinal importance was due to its highly-valued gum, which flowed from splits in the bark that appeared during blossoming. Trade in this gum was mentioned in the first book of Moses.

**Cinnamon.** In places where the Bible mentions 'cassia' the bark of the branches of *Cinnamomum cassia* are usually indicated, although the same word may refer to Iris root. It was known in China in 2700BC, and is probably the oldest spice mentioned in the Bible.

In Exodus 15: 22-25, Moses is reported as casting a (cinnamon) tree into the bitter waters of Marah, while wandering in the wilderness, to make them more palatable for the Israelites to drink.

## 3 Plants

**Cannabis.** The narcotic properties of the female plant *Cannabis sativa*, Indian hemp, have been known since 800BC in China and Asia. The whole plant and resin from glands on the branches were used, being prepared in a variety of ways for medicinal and recreational use. Fibres from the plant were used to make carpets and rope.

**Heath or common heather.** The term covers a number of members of the family *Ericaceae*. Biblical heather was probably a species of juniper; the Arabic word for this plant is the same as the Hebrew word for heather. The needle-shaped leaves may have been used as an abortifacient.

**Hemlock.** This umbelliferous plant, *Conium maculatum*, can now be found as a weed all over the world, but originally it grew only in Asia. Its poisonous properties were well known in ancient times. Its root and leaves were used for a variety of conditions, including aches and pains,

rheumatic type conditions and cramp. The leaves may have had anthelmintic and anti-diarrhoeal properties.

**Linseed.** Linseed from the flax, *Linum usitatissimum*, was used by the Hebrews for poultices. When mixed with lime-water linseed was also a well known remedy for burns. Flax had many uses including the ability to produce linen.

**Rue.** This is a small herb known botanically as *Ruta Graccolens* and is used widely in homeopathy and herbalism today for muscular injuries. The Greek word 'ruta' means to save, and the plant's volatile oil was believed to expel 'bad matter'. The leaves were also a popular culinary herb.

**Wormwood.** The flower heads of wormwood, *Artemisia absinthium*, contain the hallucinogen santonin. The plant was used as an antiseptic. The intensely bitter taste of this plant was used in the Bible as a comparison for some of the more unpleasant aspects of life.

A timely warning is given in Proverbs 5: 3,4 about mixing with strange women:

*For the lips of a strange woman drop honey*

*And her mouth is smoother than oil;*

*But her end is bitter as wormwood,*

*Sharp as a two-edge sword*

## 4 Other sources of biblical materials

**Frankincense.** In order to obtain this gum resin, incisions were made in the trunks of trees belonging to the genus *Boswellia* (for example, *B. carterii*). The resin ran out, drying on contact with air into pale yellow brittle pieces. When heated, the pieces or 'tears', partially melted and gave off a pleasant intoxicating odour.

**Myrrh.** Myrrh originally came from Persia where it was obtained naturally from the trunks and branches of *Commiphora abyssinica*, a small tree. It was mixed with honey and used as a local anaesthetic and also used alone as a treatment for wounds and ulcers. Other applications included use as a holy anointing oil and as a highly-prized perfume.

**Olive oil.** The olive tree, *Olea europaea*, is mentioned frequently in the Bible. It played an important part in anointing kings and priests and also in providing the fuel for oil lamps.

## References

- 1 Lyons A S, Petrucci R J. *Medicine. An illustrated history*. New York: Harry Abrams Inc, 1987.
- 2 De Waal M. *Medicines from the Bible*. York Beach, Maine: S Weiser, 1994.



## CSM to expand

The Committee on Safety of Medicines is to expand to help maintain the UK's claim to be the world's fastest drug licensing authority.

The Committee will have more members and expert advisers, and meetings will be held fortnightly rather than monthly. The new arrangements will come into effect on January 1, 1996.

Eighty experts, including former CSM members, are being contacted with a view to being appointed as advisers.

● Professor A T Florence, dean of the School of Pharmacy, University of London, and J M Midgley, professor of pharmaceutical and medicinal chemistry at Strathclyde University, are among the re-appointments to the CSM.

● Professor A C Moffat, director of the department of pharmaceutical sciences at the Royal Pharmaceutical Society, is newly-appointed and A F Fell, professor of pharmaceutical chemistry at Bradford University, is re-appointed to the British Pharmacopoeia Commission. Professor D Ganderton remains chairman of the Commission.

## Clotrimazole for athlete's foot and small pack ibuprofen go GSL in the new year

Clotrimazole for athlete's foot and small packs of ibuprofen will be classified as General Sales List medicines from January 1, 1996. On December 29, carbaryl becomes Prescription Only and budesonide becomes a P medicine for the prevention and treatment of hayfever.

The changes are made in Regulations published this week. The Medicines (Sale or Supply) (Miscellaneous Provisions) Amendment Regulations 1995 (SI No 3215; HMSO, £1.10) specify that ibuprofen may be sold from non-pharmacy outlets in packs of no more than 12 tablets or capsules, 12 sachets of powder or granules, or as topical preparations containing no more than 2.5g. For topical clotrimazole, the limit is 500mg per pack for general sale.

The Medicines (Products other than Veterinary Drugs) (General Sales List) Amendment Order

1995 (SI No 3216; HMSO, £1.10) specifies that the maximum strength for oral ibuprofen preparations is 200mg, the maximum dose 400mg and maximum daily dose 1,200mg. For topical preparations the maximum strength is 5 per cent, maximum dose 125mg and maximum daily dose 500mg. For clotrimazole the maximum strength is 1 per cent and it is indicated only for the treatment of athlete's foot.

The same Order adds choline bitartrate, equisetum and magnesium alginate to the General Sales List, together with capicum oleoresin for external use. The maximum daily dose for folic acid for general sale is increased to 500mcg.

The Order makes compound benzoin tincture GSL when it has a maximum strength of 0.8 per cent and is used externally or in vapour inhalations or pastilles.

The Medicines (Products other

than Veterinary Drugs) (Prescription Only) Amendment (No 2) Order 1995 (SI No 3174; HMSO, £1.10) adds amorolfine hydrochloride, calcipotriol, carbaryl, iodoxonide trometamol to the POM list. Pancreatin becomes POM when in capsules of 21,000 European units of lipase or more and as powder containing 25,000 units per gram.

Budesonide will become P for the prevention and treatment of seasonal allergic rhinitis in adults and children aged 12 and over. It must be in non-aerosol, aqueous form for nasal administration, in a pack containing no more than 10mg, labelled with a maximum dose and a maximum daily dose of 200mcg per nostril.

The Regulations also clarify that existing P formulations of beclomethasone dipropionate nasal spray may be sold for the prevention as well as treatment of hayfever.

## National publicity for *H pylori* project

A pilot project where community pharmacists tested for *Helicobacter pylori* has been featured on Welsh television (C&D August 12, p205).

News bulletins on BBC Wales last Thursday revealed the success of the six-week project, which ran through ten Mid-Glamorgan community pharmacies last autumn.

The pharmacists used a ten-minute blood test to determine the *H pylori* status of over 500 patients on ulcer-healing therapy and found 65 per cent were positive. They then recommended eradication regimens to the patients' GPs, which were adopted in over 95 per cent of cases. The next stage of the study is an evaluation of the success of these regimens. Results are expected in mid-February.

One pharmacist who featured in the BBC programme, John Fletcher, believes the community

pharmacy is "the ideal place for these patients to come. We are taking the workload off the GP and we have the expertise to do it". He adds that the project "elevated" the position of the community pharmacist.

Andrew Burr, Mid-Glamorgan Family Health Services Authority's pharmaceutical adviser, points out that this number of tests could not be done in the GP surgery within the six-week timescale. "It shows the advantage of accessibility and why pharmacists should be doing this," says Mr Burr.

● The *H pylori* testing project formed part of a ten-month card system medication review project. Results of the first three weeks revealed that the ten participating pharmacists returned 400 cards to seven GP practices, recommending various medication changes, with 98 per cent acceptance.

for that we must rely on contractors who have a working capital problem to come forward," says PSNC chairman David Sharpe.

Affected contractors are advised to wait until the next edition of *PSNC News*, which will also contain a questionnaire to ascertain the pharmacy manpower situation.

## RPSGB briefs pharmacists on RPM

The Royal Pharmaceutical Society is highlighting key points in the Resale Price Maintenance debate in a briefing document sent to members this week.

Secretary and registrar of the Society John Ferguson says: "In the light of the current enquiry by the Office of Fair Trading, the Society felt it was important for pharmacists to have a clear picture of the issues."

The briefing document, 'Resale Price Maintenance on medicines: in the public interest', has been sent to branch secretaries and public relations officers.

"Over the coming months, this topic is bound to resurface in the media and we want to ensure that pharmacists have a better understanding of the importance of keeping RPM on medicines," says Mr Ferguson.

The National Pharmaceutical Association also intends to issue a briefing document to its members this week.

The Society's key points are:

- far from being uncompetitive, the UK non-prescription market is highly diverse, with keen pricing between rival brands, own-brands and generics
- consumers in Britain generally pay less for non-prescription medicines than in nearly all other northern European countries
- abolishing RPM on medicines would inevitably reduce the

range of OTC medicines stocked by pharmacies

● supermarkets will only stock fast-moving GSL lines, not the wide range held by pharmacies

● RPM ensures people who live in remote areas can get the same range of OTC medicines at the same price as those with access to larger outlets

● informed, professional advice is the key to self-medication

● without RPM some consumers would find that they no longer had access to a local pharmacy. Many people would not be able to travel to larger retail outlets for their GSL medicines and access to P medicines would also be denied to them

● the retail environment of a community pharmacy is a benefit to the consumer, who gains an accessible, informal setting for a highly-professional service

● Under the Code of Ethics pharmacists are required to serve the patient's interests before any commercial interest

● people should not be encouraged to buy more medicines than they need or to stockpile medicines they do not require.

It is hoped manufacturers will contribute towards the costs of the publicity campaign, but John D'Arcy, deputy director of the NPA, says a lot of the work will have to be done by pharmacists at a local level.

## PSNC gets to work lobbying on capital

The Pharmaceutical Services Negotiating Committee is to launch a lobbying campaign on working capital in the new year.

Contractors with working capital problems which have resulted in damage to pharmaceutical services are being asked to provide evidence.

"We need facts and figures, and



## No Christmas goodwill

I was incensed to see in my local press that a company which I have supported for years, Jackel International, is running an advert announcing it is to run a 'factory shop' in our area over the Christmas period selling toiletries, gifts and baby goods.

At a time when we are already under intense pressure from our High Street competitors, out of town shopping emporia, the Government and others, we can do without our own suppliers stabbing us in the back.

I have written to the managing director cancelling my account with his company and asking that he reflect on the short-sightedness of a policy which has wiped out 20 years of trading goodwill at a stroke, not with just myself but with all those others reading this letter who may share my opinion.

**Martin Merriman**  
Corbridge, Northumberland

## Numark looks to its own: shareholding story so far

I found **Northern Ireland Notebook** (C&D December 2) most interesting as it expresses the valued opinion of a Numark shareholder, but it does call for a response.

Numark was reborn on February 1, 1995, under Numark Ltd, with the support of many hundreds of independent community pharmacists and is off to a flying start with the first year not yet completed and, therefore, all payments not yet made.

Shareholders were required to make two investments, a shareholding and monthly payment; the returns on each are separate.

The directors have confirmed their intention to pay a dividend on the share capital invested by the shareholders, barring unforeseen circumstances. This interest payment is likely to be in excess of inflation and therefore to be competitive with other forms of long-term saving.

At the Barcelona conference, I reported that the average rebate would be in the order of 80 per cent of the monthly payments, and that forecast remains in place and is now strengthened by new generics and ethical programmes.

The key programmes on OTC and own-brand are both substantially ahead of last year and plan.

The comments on own-

brand are important; own-brand has grown by over 30 per cent to date this year. I recognise and greatly appreciate the commitment given by the author to own-brand merchandise.

Such business is small in Northern Ireland compared to the rest of the UK, because the major grocery multiples have not yet traded in Northern Ireland.

It is now known that this situation is to change. I and my colleagues are due to make a number of presentations early in 1996 on this very subject. The objective is to assist our shareholders in Northern Ireland to increase their own-brand business before the arrival of these new competitors.

The commentator is absolutely correct in pointing out that the major task is to present Numark to the consumer, but there was no commitment to that in the first year. There is an absolute commitment to do so in the future, once all the key elements are in place.

Numark is currently being seen on television in Northern Ireland. This is a special programme put together by the Numark wholesaler, Sangers (Northern Ireland), assisted by the manufacturers involved, with a small contribution from Numark.

The cost of television advertising in Northern Ireland is dramatically lower than the rest of the United Kingdom. The commercials are of 30-second duration and are being shown at good viewing times during the day and evening.

Shareholders must look for sound long term returns on their total investment. In the first year, the average will be some 80 per cent of the fee with many individual pharmacies achieving 100 per cent and more.

Much has been achieved in the first ten months and there is much more to be achieved in the future.

**T J Norris**  
Managing director, Numark

## P&G's 'insulting' offer

Procter & Gamble has recently advised me, via my wholesaler, to reduce the price of Pampers carry packs to £5.99 for a pack, and has subsidised the price reduction by sending goods as bonus stock to the value of £0.50 per pack. This was done on all existing stock in the pharmacy.

Fine for the company to give us that offer, and we value the

support to independent pharmacy. However, what I fail to understand is the justification in sending mailshots via a different wholesaler offering special price packs and suggesting a retail price of £5.99, when our cost price is £5.72 for the cheapest range and £5.90 for the expensive brand.

When I tried to get P&G to supply the bonus I was informed that this is only sent against old stock that a pharmacy had and which was ordered in November.

What amazes me is that P&G expects pharmacies to make a profit of £0.09 or £0.28 maximum per pack. This is an insult, and it is time to boycott Pampers from our shelves until they come with an acceptable margin.

**M R Master**  
Sparkhill, Birmingham

## Lost property

I would be grateful if you could communicate the following information to your readers in order that a home can be found for some lost goods. Ciba Pharmaceuticals has recently had a consignment of stock delivered to its premises in Horsham.

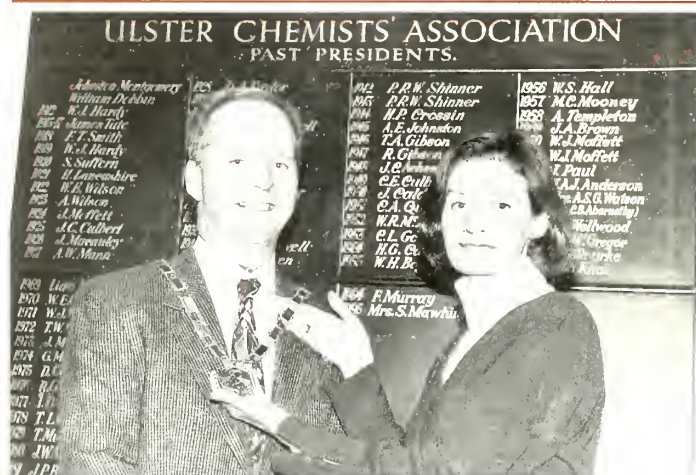
This stock of Voltaren Retard had been misplaced by the carrier and the name of the recipient and the sender have been lost.

Should anyone have lost a consignment of the above, then, on proof of ownership, we will happily forward it on. Please contact Ciba Pharmaceuticals' commercial department on 01403 272827.

**Alistair Marsh**  
Commercial manager,  
Ciba Pharmaceuticals



Sheila O'Sullivan, administrator of the Pharmaceutical & General Provident Society at the National Pharmaceutical Association, was out spreading a little cheer shortly before Christmas. She delivered hampers to the two oldest members of the Society, and is seen above with Bernard Whittaker of Keighley, West Yorkshire. Mr Keighley was born in Berlin in 1907 and joined the Chemists' Sickness & Provident Society (as it was then) in 1929. Gordon Elphinck of Eastbourne was the other recipient. Although a year older than Mr Keighley, he did not join the Society until 1938



The Ulster Chemists' Association welcomed its new president, Peter Wright, recently. He is seen here receiving his chain of office from outgoing president Sarah Mawhinney. New members co-opted to join the committee are Michelle McGuinness (Castlederg), and Fionnula Crilly and Paul Cooper (both from Belfast)



# High Street chill

As the economy clearly signals a slower pace of growth, consumer spending increased by 0.7 per cent between the second and third quarters of 1995. A fall in construction output of 1.4 per cent was mostly to blame for a revised estimate of economic activity which suggests a seasonally adjusted increase of just 0.4 per cent in the third quarter.

And there is scant evidence of any immediate improvement in consumer confidence. A new survey for the European Commission by GfK suggests the proportion of households expecting to make a major purchase has fallen.

Looking further ahead, a revival of the 'feel good' factor among consumers is foreshadowed in the latest forecast from Oxford Economic Forecasting, which says the UK economy offers a brighter 1996. It predicts that consumer spending will increase by 3.0 per cent next year, compared with 2.1 in 1995, before easing back to an annual rate of 2.8 per cent in 1997.

Certainly the modest Budget measures, which open the way to interest rate cuts, will put some additional money in the pockets of most families next year.

Meanwhile, a delay in purchases of autumn clothing, caused by the mild weather, is blamed for an unexpected fall in overall High Street sales in October.

Official figures indicate that the value of chemists' sales had increased by 3 per cent in the year to August – the same annual rate as in July. The value of sales during the first eight months of 1995 was some 3 per cent higher than in the same period last year.

The official data on October sales is slightly at odds with the CBI's latest distributive trades survey, which painted a more optimistic picture. The poll indicates that chemists saw a marked rise in sales for the third

**The latest figures show that the consumer is continuing to keep the pound in his pocket. But spending is set to rise by 3 per cent in 1996.**

**Peter Varley reports**

successive survey, taking business above average for the time of year. Volumes are expected to have risen further in November and trade is forecast to remain above average.

Retail chemists told the CBI that their stocks in October were more than expected sales justified and excess holdings are expected to have carried through into November, as orders placed with suppliers were set to increase, albeit at a slower pace than during October.

On costs and prices, official figures show the gap between the prices chemists are paying their suppliers and the prices they are able to obtain from shoppers is holding fairly steady. In October, the average cost of pharmaceutical preparations at the factory gate was 2.8 per cent higher than a year ago (3.7 in September), and perfumes and toiletries are 2.3 per cent more expensive (up 1.9 on the previous month). Meanwhile, selling price increases have fallen to an annual average rate of 4.8 per cent.

A recent sounding of pharmaceutical and consumer chemicals manufacturers by the CBI suggests that they expect unit costs to rise strongly over the next few months, but that prices will increase more moderately – particularly for home market deliveries. They predict that the volume of new domestic orders will be flat, although export prospects look considerably brighter.

Official estimates show output

Period Latest Previous % change on year

## PRICES AND COSTS

### Retail prices (Jan 1987 = 100)

All items	Oct	149.8	150.6	3.3
Chemist's goods	Oct	166.9	159.2	4.8

### Producer prices (1990 = 100)

Manufacturing industry, ex food	Oct	118.8	118.7	4.8
Chemical industry	Oct	121.3	121.8	5.3
Pharmaceuticals	Oct	117.0	117.0	2.8
Perfumes and toilet preps	Oct	125.1	124.7	2.3
Lip and eye make-up preps	Oct	128.5	128.5	0.6
Dental and oral hygiene preps	Oct	127.3	127.3	3.7
Shaving preparations, deodorants	Oct	126.1	124.6	1.0
Adhesive dressings	Oct	144.1	144.1	7.0

### Average earnings (Jan 1990 = 100)

Whole economy	Sep	126.4	126.6	3.0
Chemicals, chemical products	Sep	127.9	127.2	3.4

### OUTPUT (1990 = 100)

Chemicals, man-made fibres	Q3	116.4	116.1	4.1
Pharmaceutical products	Q3	137.8	137.4	9.4
Perfumes, cosmetics, toiletries	Q3	112.0	106.9	12.3

## SALES

### Consumer expenditure (current prices)

Total, £bn	Q3	112.9	111.5	5.3
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### Retail sales (value, 1990 = 100)

All retail businesses	Oct	124	120	4
Chemists	Aug	137	137	3

## OTHER BUSINESS INDICATORS

Consumer credit – net lending (£m)	Sep	608	518	23.8
Unfilled vacancies ('000)	Oct	191.0	192.8	7.7
Claimant unemployment (%)	Oct	8.1	8.1	-10.0

Sources: Central Statistical Office, Department of Employment

of chemicals from British manufacturers improved by 0.3 per cent between the second and third quarters, with pharmaceuticals increasing by a similar percentage, and by 9.4 per cent com-

pared with the third quarter of 1994. Perfume and toiletry output rose by 4.8 per cent in the third quarter and was a substantial 12.3 per cent higher than a year earlier.

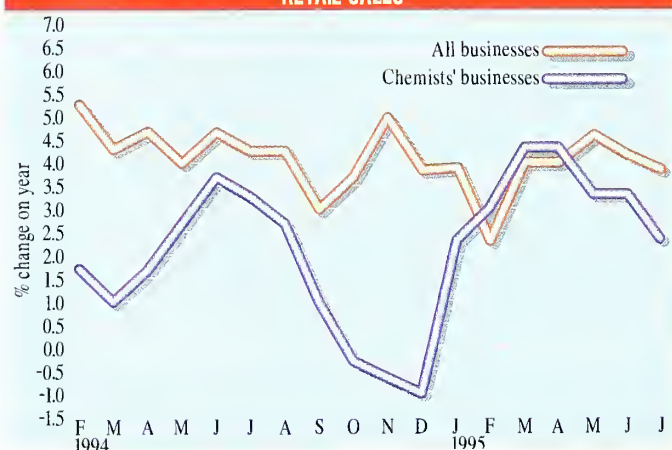
## PRODUCER PRICES



## RETAIL PRICES



## RETAIL SALES





# Parallel import ban lifted

European pharmaceutical companies may lose millions of pounds in sales after the European Commission decided to reject demands of seven member states, including the UK, to extend a ban on pharmaceutical imports from Spain and Portugal.

The restrictions have been in place since Spain and Portugal joined the European Union in 1986, but the EC decision means that wholesalers will now be free to import from these countries, says the UK's Association of Pharmaceutical Importers.

The EC says the potential surge in PIs will not cause the pharmaceutical industry sufficiently serious difficulties "to warrant taking such drastic action as protective measures".

Prices tend to be low in the Iberian states because a lack of patent protection until 1992 meant that local companies

could copy major manufacturers' products, forcing them to reduce prices. In addition, the Spanish and Portuguese governments set low maximum prices for drugs.

Article 17 of the Act of Accession enabled patent holders to prevent imports of medicines marketed in Spain until three years after that country made the products patentable.

The Commission says that the case has other important legal aspects which have been referred to the European Court of Justice. The Court will also be asked to rule on the date that Article 17 expires. The API says that in the UK the courts have already concluded that the ban ended on October 7.

"There would appear to be no legal impediment to the import of licensed pharmaceuticals into this country from the Iberian peninsula," says the API.

John Barker, the Association's chairman, says: "We are delighted common sense and justice have prevailed. The Commission has decided there is no case for extending what were always intended to be no more than temporary exceptions to the fundamental principle of free trade."

The British Association of Pharmaceutical Wholesalers' Mike Watts says that when PIs last appeared in the UK they soured relationships between manufacturers and wholesalers and that that situation may arise again. But, he adds: "If parallel imports are significantly cheaper, then wholesalers will start providing them for their customers."

The Association of the British Pharmaceutical Industry is "very disappointed" with the decision. The main industry concern is that research and development may suffer if sales are affected.

## Zeneca boosts R&D

Zeneca plans to boost its spending on pharmaceutical research and increase the number of partnerships it has with biotechnology companies. It hopes to have an average of one new drug application or marketing approval submission per year for this decade.

## Compass sells

Compass Group has sold its healthcare division to a management buyout team, backed by CINVen, for £178.8 million. The division operates 15 private hospitals, two nursing homes and a health screening business. In the year to October 1, it made an operating profit of £15.8m on sales of £69.7m.

## Unigate sells Nutricia

Unigate has raised £332 million from the disposal of its 29 per cent stake in Dutch group Nutricia. Nutricia became number one in the European babyfood market earlier this year with its purchase of Milupa.

## Retail indexes

The seasonally adjusted estimate of retail sales volume for November is 108 (1990=100). This is 0.6 per cent above October and 1.1 per cent higher than November, 1994. The retail price index remained unchanged through November at 149.8 (1987=100). In the 12 months to November, the all items RPI rose by 3.1 per cent. The RPI for chemists' goods for November was 167.3, with a 5 per cent change over the past 12 months.

## Glaxo appeal fails

Glaxo's appeal against a High Court ruling in favour of the Inland Revenue has failed. This is not indicative of any tax liabilities on Glaxo Wellcome's part and the company maintains it has made adequate provision for tax liabilities in its accounts (C&D November 18, p745).

## Chiroscience-Medeva deal

Chiroscience and Medeva are to collaborate over the development of an unspecified product. More details will be announced if early work is successful: neither company would reveal what the compound was or the financial details. Rumours suggest that the deal may involve methylphenidate, Medeva's treatment for hyperactivity in children. Chiroscience shares fell 25p to 339p after the announcement, reflecting disappointment that it was so vague.

# Glaxo Wellcome disposes of OTC interests

Glaxo Wellcome is selling its OTC interests in the Warner-Wellcome joint venture to Warner-Lambert. GW is also restructuring its own joint venture with Warner-Lambert for the marketing of its POM to P switches.

GW will receive \$682 million on completion of the deal, which is expected to take place in the first half of 1996.

The sale includes the disposal of rights to a number of products, including Actifed, Sudafed and Calpol. Excluded is Zovirax, which will be included in the restructured GW/Warner-Lambert joint venture.

The disposal covers all com-

panies where joint OTC ventures have been established.

The agreement confirms WL as GW's partner of choice for marketing switch products.

The restructured joint venture will continue to co-market products in the UK, including Zantac 75, Beconase and Zovirax. GW will manufacture OTCs to meet existing supply contracts with Warner-Lambert until 1999.

● Both Wellcome and Glaxo had marketing joint ventures with Warner-Lambert before they merged. Warner-Wellcome Consumer Health Products was launched in the US and Europe in 1991. Wellcome took 30 per cent

of the profits in the US and 50 per cent elsewhere.

Glaxo set up a joint venture in 1993, giving Warner-Lambert the opportunity to market its POM to P switches.

The share of profits before tax of Warner-Wellcome attributable to Glaxo Wellcome for the six months ended June 30, including Wellcome's share prior to acquisition by Glaxo, amounted to \$38m. The group's investment in Warner-Wellcome at June 30, representing its share of the net assets of the joint venture, stood at \$23m. The proceeds from the sale will be used to reduce the group's borrowings.

# Gowrie-Smith creates SkyePharma

Ian Gowrie-Smith, founder of Medeva, is set to create a new pharmaceutical company named SkyePharma.

Mr Gowrie-Smith, who left Medeva in 1994, has acquired the marquee company Black & Edgington and is proposing to shareholders that it changes its name to SkyePharma, sells its existing business and acquires Krypton, a Gibraltar-based drug development operation.

The \$27 million acquisition of Krypton (an initial consideration of \$12m and \$15m payable when Krypton achieves certain targets) will be funded by share issues. SkyePharma will be developed into an integrated pharmaceutical company that

exploits existing drugs utilising novel drug delivery technologies. The acquisition "will give the group an immediate drugs portfolio in readiness for its move into the pharmaceuticals sector", says Mr Gowrie-Smith.

Krypton has a range of anti-diabetic, cardiovascular and anaesthesia products under development, which are intended for the North American generics market. It also has a sales and marketing force in the US.

Following the acquisition of Krypton, SkyePharma shares will be traded on the Alternative Investment Market, because Krypton does not have the requisite three-year track record for a full listing.



Black & Edgington turned in an operating loss of \$5.9m for the year ended July 31 on turnover of \$7.59m.

The proposals will be considered at an extraordinary general meeting of shareholders scheduled for January 8.



**VANTAGE**  
THE SYMBOL  
FOR SUCCESS

### **This week's changes to the January Price List.**

926







		PIP code	Trade	VAT	Retail			PIP code	Trade	VAT	Retail			
Belladonna	30C	225-8747	6 240(3)	S	3.70	*	freeze spray	125ml	008-6553	9 560(6)	S	2.45	GSL	
Byronia	30C	225-8754	6 240(3)	S	3.70	*	heat spray	125ml	097-9005	9 560(6)	S	2.45	GSL	
Calc Carb	30C	225-8762	6 240(3)	S	3.70	*	stick	32g	023-2801	14 750(12)	S	1.89	GSLSL	
Calc Fluor	30C	225-8770	6 240(3)	S	3.70	*	REACH (Johnson & Johnson)							
Calc Phos	30C	225-8788	6 240(3)	S	3.70	*	Effective January 01							
Cantharis	30C	225-8796	6 240(3)	S	3.70	*	toothbrushes							
Carbo Veg	30C	225-8804	6 240(3)	S	3.70	*	Access							
Cuprum Met	30C	225-8812	6 240(3)	S	3.70	*	tull head							
Drosera	30C	225-8820	6 240(3)	S	3.70	*	firm 225-7400, medium 225-7392							
Euphrasia	30C	225-8838	6 240(3)	S	3.70	*	Wondergrip							
Ferrum Phos	30C	225-8846	6 240(3)	S	3.70	*	0-6yrs 225-8218, 6-12yrs 212-0509							
Gelsemium	30C	225-8853	6 240(3)	S	3.70	*	RED KOOGA (English Grains Healthcare)							
Graphites	30C	225-8861	6 240(3)	S	3.70	*	Effective January 01							
Hamamelis	30C	225-8879	6 240(3)	S	3.70	*	ginseng							
Hepar Sulph	30C	225-8887	6 240(3)	S	3.70	*	capsules							
Hypericum	30C	225-8895	6 240(3)	S	3.70	*	600mg							
Ignatia	30C	225-8903	6 240(3)	S	3.70	*	elixir							
Ipecac	30C	225-8911	6 240(3)	S	3.70	*	ginseng, multivits & mineral							
Kali Bich	30C	225-8929	6 240(3)	S	3.70	*	SUNG (Diana de Silva)							
Kali Phos	30C	225-8937	6 240(3)	S	3.70	*	For Men							
Lycopodium	30C	225-8945	6 240(3)	S	3.70	*	altershave							
Merc Sol	30C	225-8952	6 240(3)	S	3.70	*	balm							
Nat Mur	30C	225-8960	6 240(3)	S	3.70	*	deodorant stick							
Nux Vom	30C	225-8978	6 240(3)	S	3.70	*	eau de toilette							
Phosphorus	30C	225-8986	6 240(3)	S	3.70	*	spray							
Pulsatilla	30C	225-8994	6 240(3)	S	3.70	*								
Rhus Tox	30C	225-9000	6 240(3)	S	3.70	*	foaming shower gel							
Ruta Grav	30C	225-9018	6 240(3)	S	3.70	*	shave foam							
Septia	30C	225-9026	6 240(3)	S	3.70	*	For Woman							
Silicea	30C	225-9034	6 240(3)	S	3.70	*	anti-perspirant stick							
Sulphur	30C	225-9042	6 240(3)	S	3.70	*	bath & shower gel							
Thuja	30C	225-9059	6 240(3)	S	3.70	*	body cream							
								body lotion						
								eau de parfum						
								vaporiser						
								eau de toilette						
								spray						
								parfum						
								cream						
								spray						
								SURE SHIELD (English Grains Healthcare)						
								Effective January 01						
								calamine & witch hazel						
								cream						
								50g						
								013-5707						
								6 330(6)						
								S						
								1.85						
								a						
								SURE-LAX (English Grains Healthcare)						
								Effective January 01						
								laxative chewable tablets						
								36						
								027-6766						
								5 780(6)						
								S						
								1.69						
								GSL						
								a						
								SUREPRESS (Convatec)						
								Effective December 12						
								high compression bandage						
								unstretched						
								10cm x 3m						
								type 3C						
								225-9133						
								2 950						
								S						
								6.46						
								*						
								TRAVEL-CAPS (English Grains Healthcare)						
								Effective January 01						
								capsules						
								12						
								034-1578						
								6 120(6)						
								S						
								1.79						
								a						
								W.P. CHIROPODY (Lambmead)						
								ointment						
								25g						
								225-9091						
								S						
								15.00						
								*						
								50g						
								225-9109						
								S						
								22.00						
								*						
								100g						
								225-9117						
								S						
								30.00						
								*						
								YESTAMIN (English Grains Healthcare)						
								Effective January 01						
								powder						
								500g						
								031-4831						
								14 680(6)						
								Z						
								3.69						
								a						
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## Amendments to list of Manufacturers and Distributors

<b>Bayer Plc</b> c <b>Pharmaceutical Business Group</b> (Code 992) Bayer House Strawberry Hill Newbury Berkshire RG13 1JA Tel: 01635 563000 Fax: 01635 563404		<b>New Zealand Natural Food Co</b> c (Code 5820) Unit 3 55-57 Park Royal Road London NW10 7LP Tel: 0181-961 4410 Fax: 0181-961 9420	
<b>Biomed (UK) Ltd</b> d (Code 4855) 46 Pulens Crescent Sheet Petersfield Hampshire GU13 4DH Tel: 01730 66790		<b>Optique Ltd</b> d (Code 832) 33 Vernon Buildings Westbourne Street High Wycombe Buckinghamshire HP11 2PX Tel: 01494 436561 Fax: 01494 436561	
<b>Diana de Silva (UK) Ltd</b> d (Code 682) 110 Gloucester Avenue Primrose Hill London NW1 8JA Tel: 0171-722 5112 Fax: 0171-722 5219		<b>Orion Pharma UK Ltd</b> i (Code 236) First Floor Leat House Overbridge Square Hambridge Lane Newbury Berkshire RG14 5UX Tel: 01635 520300 Fax: 01635 5809180	
<b>Lambmead Ltd</b> i (Code 2748) 39 Knightsbridge London SW1X 7NL Tel: 0171-235 5621 Fax: 0171-235 0158		<b>Scotia Pharmaceuticals Ltd</b> c (Code 2390) Weyvern House Weyvern Park Portsmouth Road Guildford Surrey GU1 3 1NA Tel: 01483 402600 Fax: 01483 402680	
<b>Medicare Colgate Ltd</b> d (Code 351) Janeyon Road Birmingham B6 7SB Tel: 0121-328 3456 Fax: 0121-327 6789		<b>Warner Lambert Confectionery</b> i (Code 7193) Duners Lane Radcliffe Manchester M26 9QT Tel: 0161-766 5471 Fax: 0161-796 0670	



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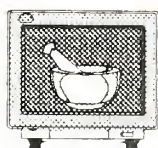
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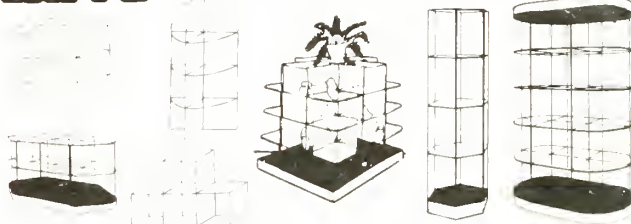
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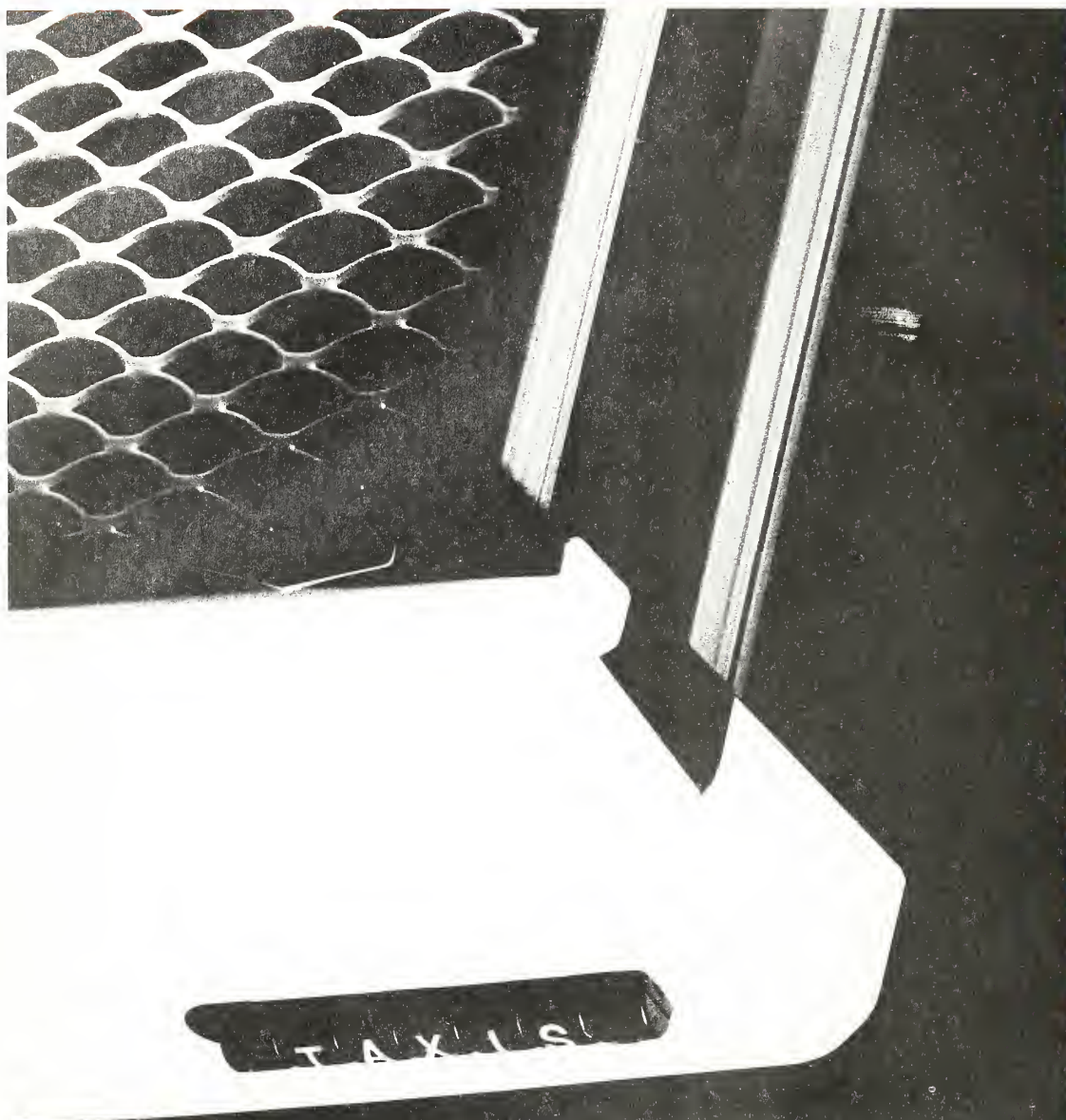
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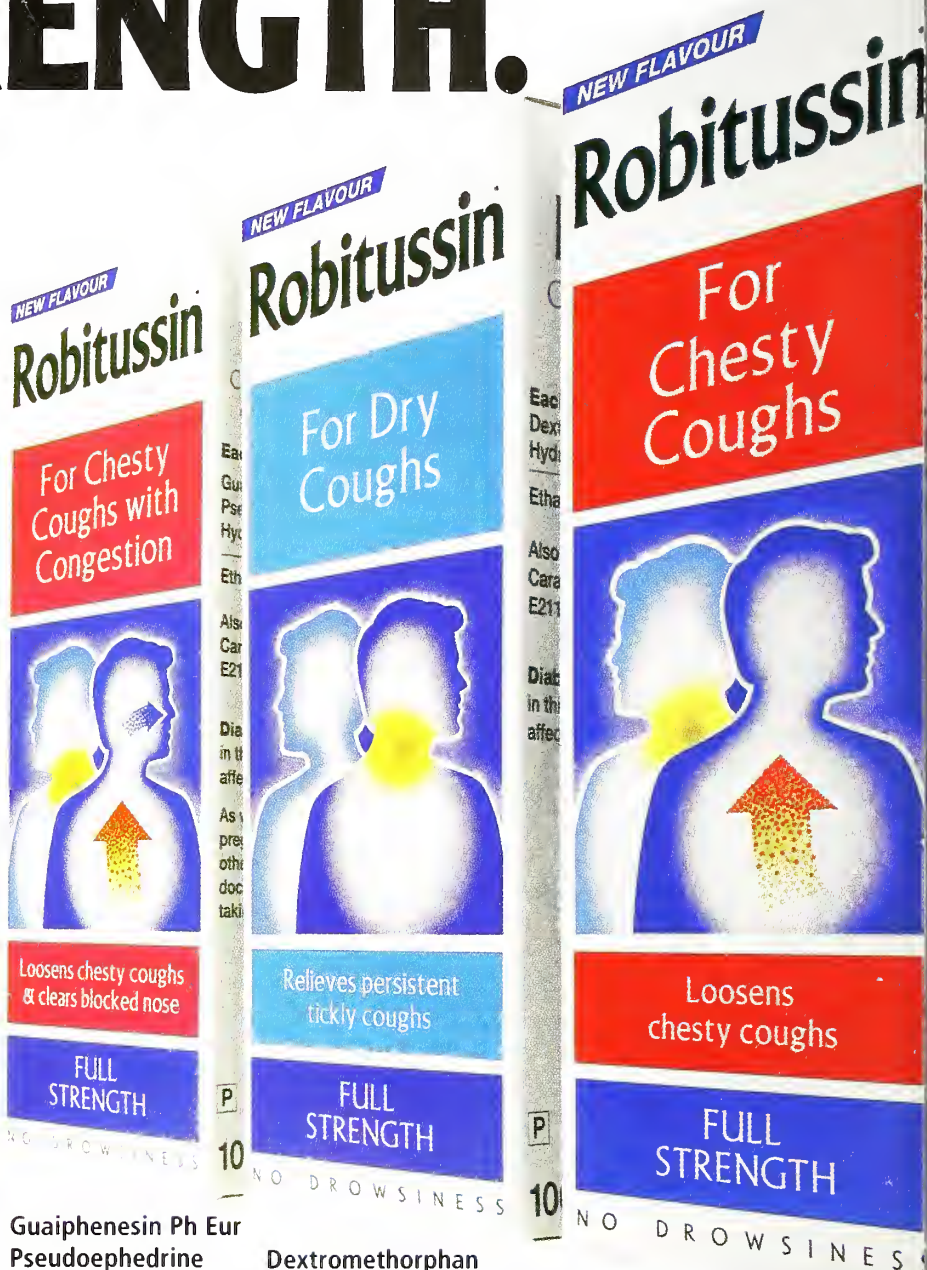
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Hydrochloride BP.

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Guaiphenesin Ph Eur.

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**ROBITUSSIN CHESTY COUGH WITH CONGESTION COUGH MEDICINE.** Presentation: Cherry flavour liquid for oral administration. Each 5ml contains Guaiphenesin Ph Eur 100 mg, Pseudoephedrine Hydrochloride BP 30 mg. **Uses:** Nasal decongestant and expectorant for the symptomatic relief of respiratory tract disorders. **Dosage:** Adults: 10 ml three times daily Children: 6-12 years: 5 ml three times daily 2-6 years: 2.5 ml three times daily Under 2 years: Not recommended. **Contraindications:** Hypersensitivity to the active ingredients. Use in patients with acute ischaemic heart disease, thyrotoxicosis, glaucoma or urinary retention. Patients currently receiving, or who have within two weeks received monoamine oxidase inhibitors or tricyclic antidepressants. Patients receiving other sympathomimetic drugs. **Interactions:** May act as cerebral stimulant in children and occasionally in adults. Should be used with caution in patients receiving digitalis, adrenergic blockers or antihypertensive agents or non-steroidal anti-inflammatory drugs. **Special Warnings:** None stated. **Precautions:** None stated. **Side Effects:** None stated. **Effect on ability to drive and use machines:** None stated. **Incompatibilities:** None stated. **Use during pregnancy and lactation:** Not recommended. **Pharmaceutical Precautions:** No special requirements. **Legal Category:** P. **Package quantities:** Bottles of 100 ml. **Product Licence No.:** PL 0165/0098. **Date of Preparation:** October 1994. **Shelf Life:** 4 years. **Price:** £2.37.

**ROBITUSSIN DRY COUGH MEDICINE.** Presentation: Cherry flavour liquid for oral administration. Each 5ml contains Dextromethorphan Hydrobromide BP 7.50 mg. **Uses:** For the relief of persistent dry irritating cough. **Dosage:** Adults: 10 ml three or four times daily Children: 6-12 years: 5 ml three or four times daily. **Contraindications:** Known hypersensitivity to the active constituents. **Interactions:** None stated. **Special Warnings:** Use with caution in patients with hepatic dysfunction. **Precautions:** Not applicable. **Side Effects:** Dextromethorphan Hydrobromide occasionally causes dizziness and gastrointestinal upset. **Effect on ability to drive and use machines:** None known. **Incompatibilities:** None stated. **Use during pregnancy and lactation:** Not recommended. **Pharmaceutical Precautions:** No special requirements. **Legal Category:** P. **Package quantities:** Bottles of 100 ml. **Product Licence No.:** PL 0165/0100. **Date of Preparation:** October 1994. **Shelf Life:** 5 years. **Price:** £2.37.

**ROBITUSSIN FOR CHESTY COUGH MEDICINE.** Presentation: Cherry flavour liquid for oral administration. Each 5ml contains Guaiphenesin Ph Eur 100 mg. **Uses:** Expectorant for the treatment of coughs. **Dosage:** Adults and the elderly: 10 ml four times daily Children: 6-12 years: 5 ml four times daily 1-6 years: 2.5 ml four times daily Under 1 year: Not recommended. **Contraindications:** None stated. **Interactions:** None stated. **Special Warnings:** Not applicable. **Precautions:** Not applicable. **Side Effects:** None stated. **Effect on ability to drive and use machines:** None stated. **Incompatibilities:** None stated. **Use during pregnancy and lactation:** Not recommended. **Pharmaceutical Precautions:** No special requirements. **Legal Category:** P. **Package quantities:** Bottles of 100 ml. **Product Licence No.:** PL 0165/0097. **Date of Preparation:** October 1994. **Shelf Life:** 5 years. **Price:** £2.37.

1. Ex-factory sales, YTD October '95  
2. IMS data.

\*Trade Mark

Further information is available on request. Whitehall Laboratories Limited, Tanlow, Maidenhead, Berkshire SL6 0PH. Telephone: 01628 669011.

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